

SYSTEM AND METHOD FOR DATA COLLECTION, EVALUATION, INFORMATION GENERATION, AND PRESENTATION USSN 09/538,570, George Rebane Attorney Docket No. BIZ/99-0008 Page 1 of 30

EVALUATION FOR: Online Merchant

FIG. 1a

How satisfied were you? Use a ten-pont rating scale to rate your satisfaction	ı
with Online Merchant and this purchse as it applies to:	

٠ _			erchant and this							ate	you	ır sa	itist	acti	on
						Ho	w S	Sati	sfie	d V	Vere	Yo	ou?		
		Not at A Some- all Little what							iite						
					1	2	3	4	5	6	7	3it 8	Hig 9		NA
	102	Conside	Ease of C		Ô	0	0	Ö	0	Ö	Ó	0	0	9	0
$\langle \rangle$	104	Given site for	Product S cus: Breadth/depth of prod		0	0	0	0	0	0	0	0	0	φ	0
Ιόο	<u>106</u>	Consider: Info	Product info		0	0	0	0	0	0	0	0	9	Þ	0
	108		Prices relative to similar			0	0	0	0	0	0	0	Φ_{l}	0	0
	110 Co	Web S nsider: Layout.	ite Navigation & brokm links/pictures/ima	Looks ges & speed	0	0	0	0	0	0	0	P	Φ	0	0
·	Shop	oping on	the Web									1	112		
		e shipping &	dollar value of this pu handling round to		t do	llar)									
•		US \$		٠											٠
•	How m		ere included in this p		do n	ot in	clud	e free	e iter	ns)					
		Total # 1	temsSelect	▼				٠							
	Of the i	tems include	ed in this purchase, w	hat percen	tage	were	e Gif	ts?							
		OM	1% -	269			T		1%		T		769		
		0%	25%	50			+		75%	-	\dashv		$\frac{100}{6}$)% \	
					_						- 1		~	_	i

Please indicate what prompted you to make this visit to Online Merchant's web site?

Web	Select	~
Print	Select	▼
TV	Select ▼	
Radio	Select	▼
Alternative	Select	. 🔻

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1	If "Other,"			
	please specify			
	experience. Please he Considering the pur	er a wide array of online to help us identify which tools chase you have just made, aportant resources from the	, features & offerings ar please indicate the three	e most useful to you.
□ New F	roducts Page - produc	et purchased was featured on i	nerchant's "New Products"	page
☐ Best S	ellers Page - product j	ourchased was featured on me	rchant's "Best Sellers" page	2
☐ Featur	ed Sale Item - produc	purchased was an advertised	special on merchant's site	•
Produc	ct Recommendation -	product purchased was recom	mended by the merchant	•
☐ Produc	ct Search Tools - prod	uct purchased was located usi	ng merchant's product sear	ch tool/engine
☐ Gift R	egistry - product purc	hased was ordered using merc	hant's gift registry service	
Online	Product Review - pro	oduct purchased was described	l in an independent review	on the merchant's site
Discou	inted Shipping - produ	act purchased qualified for a s	hipping discount offer fron	n the merchant
Online	Coupon - product pu	rchased qualified for an onlin	e coupon offer from the me	erchant
Club F	Rewards Program - be	nefits associated with mercha	nt's frequent buyer club or p	program
Person	alized Site Features -	ability to save customized pe	sonal information & other	saved site features
☐ Expres	ss Ordering - ability to	process orders with very few	page views or express one	e-click ordering
	When do you expe	ct all of the items you order	ed to be delivered?	
	Select	▼		
	How many times ov Merchant's site?	er the last six months (180 d	ays) have you made a purc	hase from Online
				_ .
	percentage of the ti	your online purchases for the me do you purchase these ty ix months (280 days) only		
	1%- 25%	26% - 50%	51% - 75%	76% - 100%
•	0	0	0	0
•	Please tells us how anywhere online?	many times over the last six	months (180 days) have yo	ou made a purchase

--Select--

FIG. 1b

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Which products did you just purchase from O	nline	Mero	chant	today	/? Ple	ase c	heck	all th	at app	oly.	
Apparel Accessories. Jewelry	_	_	wers								
Clothes	_ 	_			1						
Shoes	Г	_	eeting								
Computer	н		velty & Ga								
Computer Hardware	_	_	plian		l						
Computer Software	_		-		ma E	henia	hings				
Consumer Electronics			rden (ums	nings			,	
Consumer Goods	_	_	usew:		162						
☐ Baby Supplies (excluding Clothes)	_	_	Supp				,				•
Health and Beauty		– Fel ther	Supp	mes							
Prescription and Non-Prescription Drugs	_	_	tomo	tivo D	arto	Λ σάρ	ssorie	. 0			
☐ Vitamins, Nutritional Supplements	_	_	ice S			ALLE	220116	55			
— Vitaliniis, Nutritional Supplements	Ε	_									
Entertainment	Г		orting								
□ Books		_	acco	prod	ucts				-		
☐ Music] _{Too}						-			
☐ Videos		J Toy	/S	. Г					·	-	_
Food & Wine	0	ther (speci	fy):L				· ·			
☐ Chocolate, Candy											
Coffee, Tea											
☐ Grocery											
☐ Wine, Spirits											
Expectations of the Shopping Experience	e		•								
Before you made this purchase, you probably experiene with Online Merchant. Taking into Please indicate your expectation level on the	had acco	some ount the	expe he va: cale l	ctatic rious pelow	ons re comp	gardi ooner	ng th its of	e ove an oi	erall sl nline p	noppi ourcha	ng ase.
	Ver	.,		I	Expec	tatio	ns		\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\		
	Lov	v	Lov		Ме		Hig		Ver Hig	h	
Expectations of This Online Purchase	1	2	3	4	5	6	7	8	9	10	NA
Consider: All the components of an online purchase	0	0	0	0	0	0	0	0	0	0	0

Shopping Components

Independent of this merchant, how important is each of the following components when shopping online for the types of products you have just purchased?

FIG. 1c

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Shopping Components

FIG. 1d

Shopping Co	1111	OII		•	•				ł		٠.
		H	ow	Im	ort	ant	Is	Thi	s?	•	
	No		1	4	So	ne-	Qu		.		
	a	r	-	ttle		nat	a F		Hig		
	1	2	3	4	5	6	7	8	9	10	NA
Ease of Ordering Consider: Convenience and speed of ordering	0	0	0	0	0	0	0	0	0	0	0
Product Selection Given site focus: Breadth/depth of products offered		Ó	0	0	0	0	0	0	0	0	0
Product information Consider: Information quantity, quality & relevance	0	0	0	0	0	0	0	0	0	0	0
Product Prices Consider: Prices relative to similar merchandise		0	0	0	0	0	0	0	0	0	0
Web Site Navigation & Looks Consider: Layout. broken links/pictures/images & speed		0	0	0	0	0	0	0	0	0	0
On-Time Delivery Consider: Expected vs actual delivery date		0	0	0	0	0	0	0	0	0	0
Product Representation Consider: Product description/depiction vs what you get	0	0	0	0	0	0	0	0	0	0	0
Level & Quality of Customer Support Consider: Status updates and complaint/question handling		0	0	0	0	0	0	0	0	0	0
Posted Product Polices Consider: Online merchant's efforts to Inform you	0	0	0	0	0	0	0	0	0	0	0
Product Shipping & Handling Consider: Appropriateness & condition of packaging		0	0	0	0	0	0	0	0	0	C
Tell Us About You We respect your privacy. The informationally identifiable way.	on b	elo			nev	ver	be (divı	ılge	d in	1 .
Sex: Male○ Female○			L	.ge: S	elec	:t		▼] .		
Occupation:			Y	our	Ec	luc	atic	on:			-
Select	▼]		L		elec						
Annual Household income (US Select ▼	\$):		Y	our S	Ed elec	-	tion -	1:]			
Connection Speed: Select ▼			H	lom	e Z	ip/	Pos	stal	Co	de:	
Country of Residence:Select							T ▼	7	•		
	-10		oho	ole e	11.0	~ ^	rou	⊐ noti	ant o	nnl	7
If you have children or teens living at home. Children under age 2 present Age 2-5 Age 6-11 Age 12-17	, pie	ase	cne	CK 2	ui a	ge g	rou	ps u	iai a	ibbi	y .

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Payment Products

FIG. 1e

Which payment product did you use to make this purchase from Online Merchant?

Select			•

For the following list of payment products in the box below, please indicate in column A which card(s) you own.

Among the payment products you use in the box below, please indicate in column B the three you prefer to use most when making online purchases.

(Answer up to three only for column B.)	
(A) Payment Cards I Own	(B) Preferred Payment Products for Online Purchases
☐ American Express Green	Do not use for Internet purchases
☐ American Express Gold	Do not use for Internet purchases ▼
American Express Platinum	Do not use for Internet purchases
☐ American Express Blue	Do not use for Internet purchases ▼
☐ American Express Student Card	Do not use for Internet purchases ▼
American Express Senior Member Card	Do not use for Internet purchases ▼
☐ American Express Optima Card	Do not use for Internet purchases ▼
American Express Optima Platinum Card	Do not use for Internet purchases
Carte Blanche or Diners	
☐ Carte Blanche Card	Do not use for Internet purchases ▼
☐ Diners Club Card	Do not use for Internet purchases ▼
Discover	
☐ Discover Card	Do not use for Internet purchases ▼
☐ Discover Platinum Card	Do not use for Internet purchases ▼
JCB	·
☐ JCB	Do not use for Internet purchases ▼
MasterCard	
MasterCard Standard (not gold or platinum)	Do not use for Internet purchases ▼
☐ Gold MasterCard	Do not use for Internet purchases ▼

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☐ Platinum MasterCard	Do not use for Internet purchases ▼
☐ Maestro	Do not use for Internet purchases ▼
☐ World MasterCard	Do not use for Internet purchases ▼
☐ Student MasterCard	Do not use for Internet purchases
☐ MasterCard Debit Card	Do not use for Internet purchases ▼
☐ MasterCard BusinessCard	Do not use for Internet purchases ▼
☐ MasterCard Executive BusinessCard	Do not use for Internet purchases ▼
☐ MasterCard BusinessCard Debit Card	Do not use for Internet purchases ▼
☐ MasterCard Corporate Card	Do not use for Internet purchases
MasterCard Corporate Purchasing Card	Do not use for Internet purchases
Visa	
☐ Visa Classic Card	Do not use for Internet purchases ▼
☐ Visa Gold Card	Do not use for Internet purchases
☐ Visa Platinum Card	Do not use for Internet purchases ▼
☐ Visa Titanium Card	Do not use for Internet purchases ▼
☐ Visa Business Card	Do not use for Internet purchases ▼
☐ Visa Purchasing Card	Do not use for Internet purchases
☐ Visa Corporate Card	Do not use for Internet purchases ▼
☐ Visa Corporate Card	Do not use for Internet purchases
☐ Visa Corporate Card	Do not use for Internet purchases ▼
☐ Visa Cash Card	Do not use for Internet purchases ▼
□ NextCard Visa	Do not use for Internet purchases
<u></u>	·
Other Digital Gift Certificate	The second feet the second purple and
Digital Gift Certificate	Do not use for Internet purchases
Telephone Number/Bill	Do not use for Internet purchases
Internet Service Provider	Do not use for Internet purchases ▼
e-Check	Do not use for Internet purchases ▼
Other	Do not use for Internet purchases ▼
☐ Don't own any payment cards	
☐ Don't have a preferred online card	

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What is the main reason you selected the payment product you did in making the this transaction online?
Select ▼
If you use a payment product exclusively for online purchasing, what is your main reason? (if you don't use a payment product exclusively for online purchasing, please select the appropriate option.)
Select ▼
If you have ever had an online merchant refuse an order, what was the reason? (If you have never had an online merchant refuse an order, please select the appropriate option.)
Select ▼
BizRate.com will follow-up.
We will email you to find out if your order was delivered on time and if you were satisfied. In accordance with our privacy policy, we won't sell this information or give it to anyone without your consent.
Email Address (Required)
Your Comments
Write a review of Online Merchant for the customer review section on BizRate.com. Help millions of shoppers learn what works, what doesn't work and what your overall experience with Online Merchant has been.
Please forward my email address to Online Merchant so they can address my comments.
You may use and release my review anonymously for other shoppers to see.
Yes! Please tell me how I can save up to 25% on my online purchases!
Yes! I'd like to join the BizRate.com Online Research Team and have a chance to win gifts and prizes for participating in Web-based research studies.

FIG. 1g

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200 EVALUATION FOR: Online Merchant

Thank you for taking the time to provide online shoppers with valuable feedback about the delivery of your online purchase. Fill out the following short survey and click submit for your chance to win \$5000.

Has your order been delivered?	
Select	▼

How satisfied are you with the product and Online Merchant's service? Using the ten-point scale below, please tell us your satisfaction level for each of the following:

		3											
		. •	How Satisfied Were You?										
			Not at A		A Some			_		Y Y			
		*	a	11	Little		what		a Bit		Highly		
			1	2	3	4	5	6	7	8	9	10	NA
	<u> 202</u>	On-Time Delivery Consider: Expected vs. actual delivery date		0	0	0	0	0	0	0	9	0	0
	204 _c	Product Representation onsider: Product description/depiction vs. what ou got		0	0	0	0	0	0	0	φ	0	0
200	Lev	el & Quality of Customer Support Consider: Information quantity, quality & relevence	0	0	0	0	0	0	0	9	þ	0	0
206	<u>208</u>	Posted Privacy Policies Consider: Online merchant's efforts to inform you	0	0	0	0	0	0	0	Ф	0	0	0
	<u>210</u>	Product Shipping & Handling Consider: Appropriateness & condition of packaging	0	0	0	0	0	0	9	ф	0	0	0
	-									\prod			-
									- 2	212	2		

For this order only, did you contact Online Merchant's customer support for any reason (by phone or email)?

\bigcirc	Yes
\bigcirc	No

FIG. 2a

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Taking into account the many components of this online purchase, please indicate your overall satisfaction level with Online Merchant using the ten-point scale below:

	Satisfaction Level											
	Not at all		A Little		Some- what		Quite a Bit		Highly			
	1	2	3	4	5	6	7	8	9	10	NA	
Overall Shopping Experience Consider: All components of this online purchase	0	0	0	0	0	0	0	0	0	0	0	

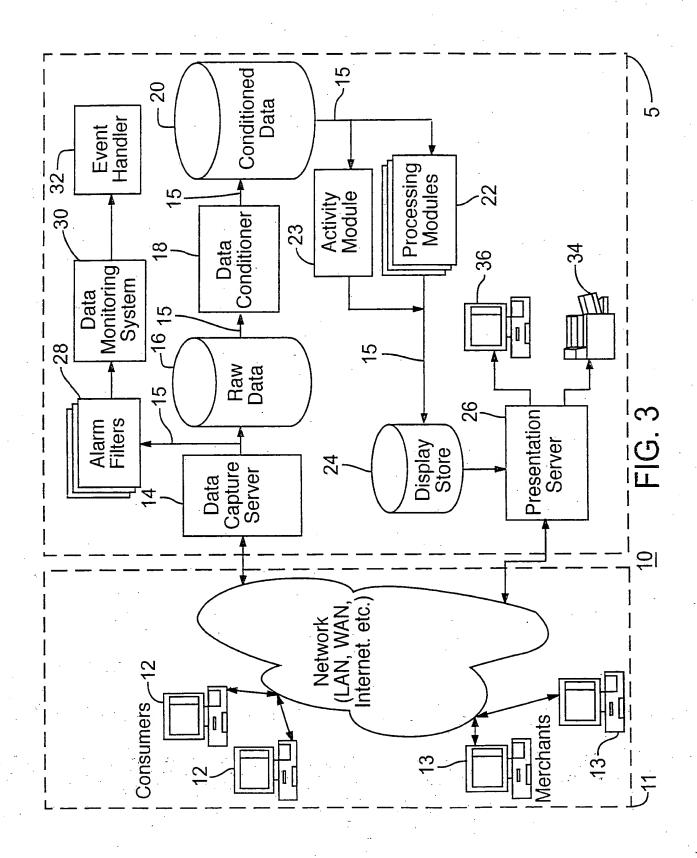
<u> </u>			1		2			0	<u> </u>	10	TAY
Overall Shopping Experience Consider: All components of this online purchase	0	0	0	0	0	0	0	0	0	0	0
							•	•	-	•	
The next time you buy such products	1101	hat i	ic th	1;1 م	lcoli:	1000	1 +ha	st x.c		.:11	hon
from Online Merchant again?	, wı	.iai i	12 111		KCII.	1000	ı uız	it ye	ou w	VIII 3	snop
Select ▼					-						
Your Comments											
Write a review of Online Merchant for	or th	ne c	usto	me	r re	viev	v se	ctio	n on	ì	
BizRate.com. Help millions of shopp											
work, and what your overall experier						-					
					A	֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓֓					
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						J					
☐ Please forward my e-mail address	to	Onl	ine	Me	rcha	int s	o th	ey o	can	add	ress
my comments.								-			•
Comments about Bizrate.com		-							٠.		
Comments about Biziate.com						٦					
					\vdash	1					
					- 📙	1					
				·	_ ▼	_					
You may use and release my review	ew a	anor	nym	ous	ly f	or o	ther	sho	ppe	ers t	0
see.					•						
Thank was	for-	. .	4	ima	. •						
Thank you		-									
Variet made the Internet a sefen	1 4	 .	_1	_ 4_	-1	T)	1		4.	

You've just made the Internet a safer, better place to shop. Remember to always start at BizRate.com before you shop online!

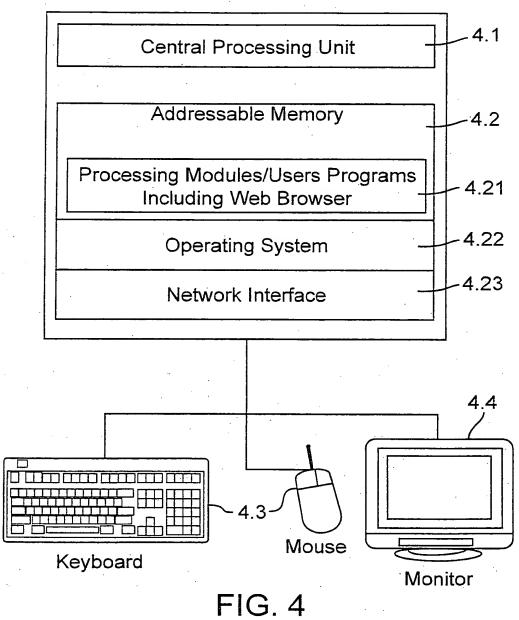
Please click below to submit your survey.

Submit Survey

FIG. 2b



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BizRate.com Customer Analysis Report
--Sample--

		-	Trends	: Merci	ant Pe	rform	ance						
	Merchant Attributes	Mar-99	Apr-99	Mar-99	Mercha Jun-99	nt Perfo Jul-99	rmance (Aug-99	On a sca Sep-99	le from Oct-99	1 to 10) Nov-99	Dec-99	Jan-00	Feb-00
e	Ease of Ordering Product Selection	8.5	8.4	8.5	8.6								
က္က	Product Selection	8.7	8.5	8.7	8.4								
ö	Product Information	8.2	8.0	8.0	8.1								
₫	Product Prices	7.8	8.0	8.0	8.2								
2	Web Site Navigation & Looks	8.1	8.3	8.4	8.2								
	On-Time Delivery	8.1	8.2	8.2	7.9								
들	Product Representation	8.7	8.9	8.9	8.6								-
를	Level & Quality of Customer Support	8.1	7.9	7.6	7.9								
Fulfillm	Posted Privacy Policies	8.2	8.3	8.2	8.5								
u.	Product Shipping & Handling	8.8	8.9	8.7	8.7								

FIG. 5a

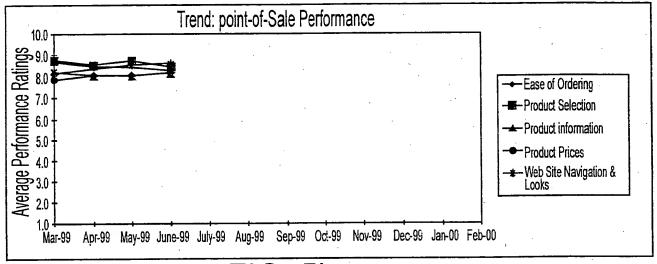
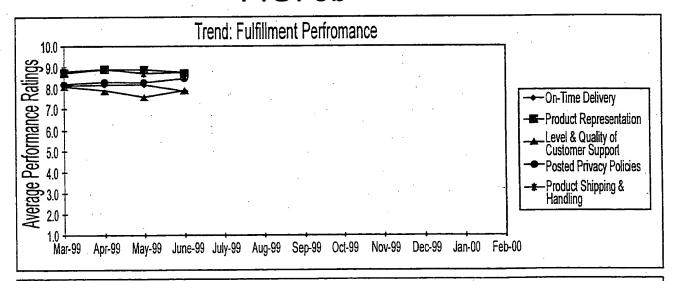


FIG. 5b



Trends: Merchant Performance

The graphs above show your organization's average performance ratings for the five Point-of-Sale and five Fulfillment merchant attributes. The graphs will enable your organization to closely monitor your performance trends.

FIG. 5c

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	Merchant Performance Sumr	nary
	Merchant	Average
	Attributes	Performance
0	Ease of Ordering	8.6
Sale	Product Selection	8.4
Point-of-Sale	Product Information	8.1
녍	Product Prices	8.2
9	Web Site Navigation & Looks	8.2
	On-Time Delivery	7.9
뒫	Product Representation	8.7
l E	Level & Quality of Customer Support	7.9
Fulfillment	Posted Privacy Policies	8.5
<u> </u>	Product Shipping & Handling	8.7

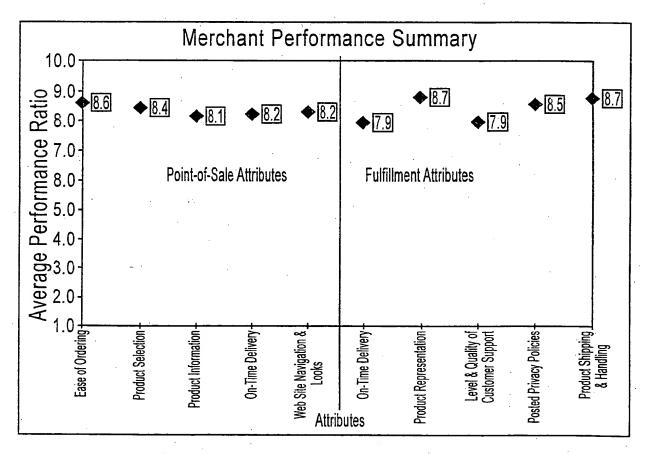
Performance Averages are on a scale from 1 to 10 with:

1 & 2 = Very Low Satisfaction 3 & 4 = Low Satisfaction

5 & 6 = Moderate Satisfaction 7 & 8 = High Satisfaction

9 & 10 = Very High Satisfaction

FIG. 5d



Merchant Performance Summary

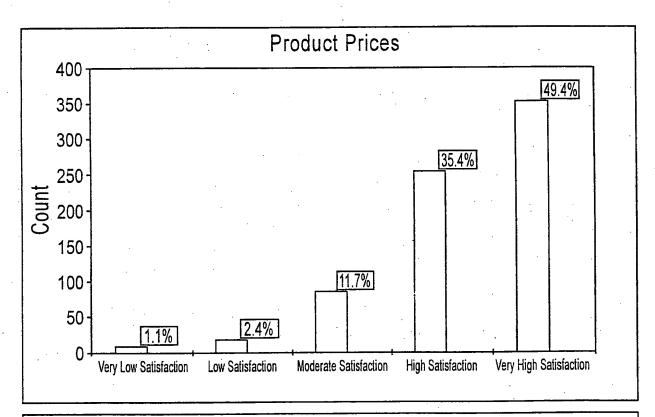
Average performance ratings of the five Point-of-Sale and Five Fulfillment summarized above.

FIG. 5e

Performance

Product Prices								
Response	Count	%	Cum %					
Very Low Satisfaction	8	1.1%	1.1%					
Low Satisfaction	17	2.4%	3.5%					
Moderate Satisfaction	83	11.7%	15.2%					
High Satisfaction	252	35.4%	50.6%					
Very High Satisfaction	351	49.4%	100.0%					
Responses	711	100.0%	100.0%					
(BLANK)	25							
Total	738		. •					

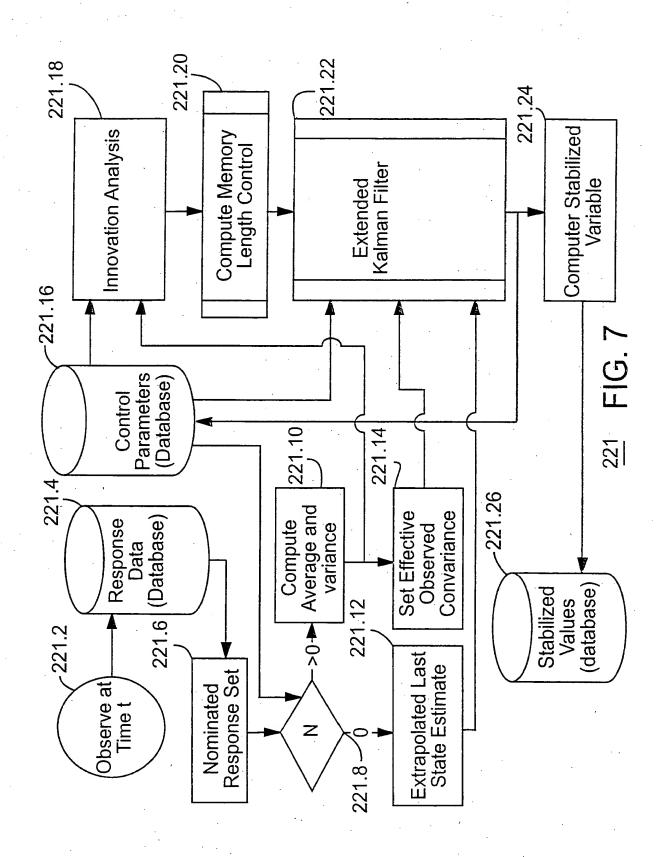
FIG. 6a

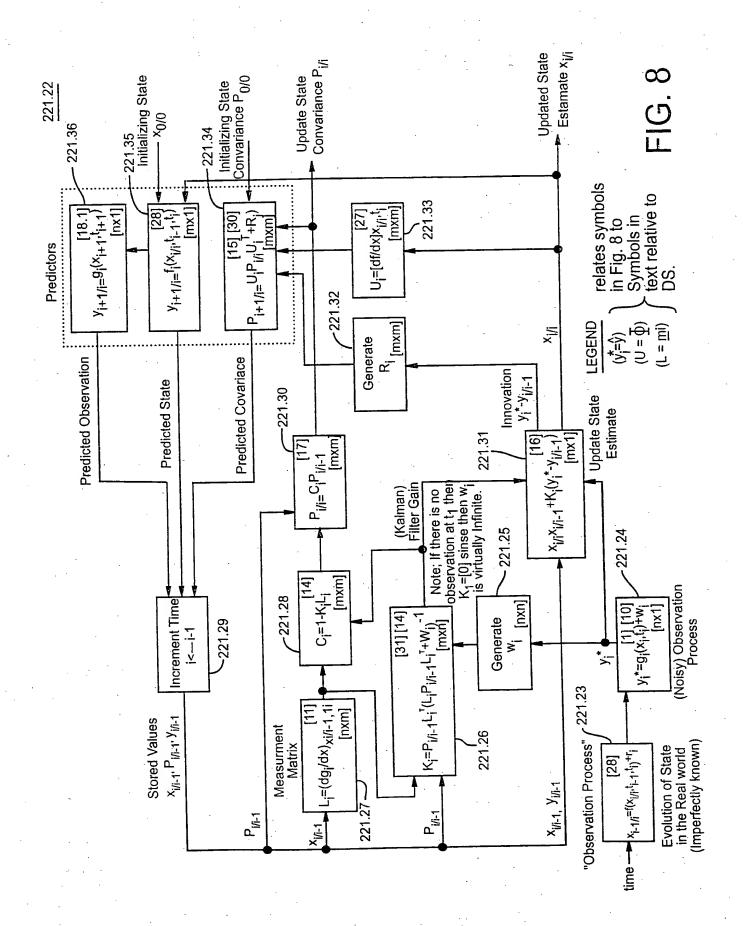


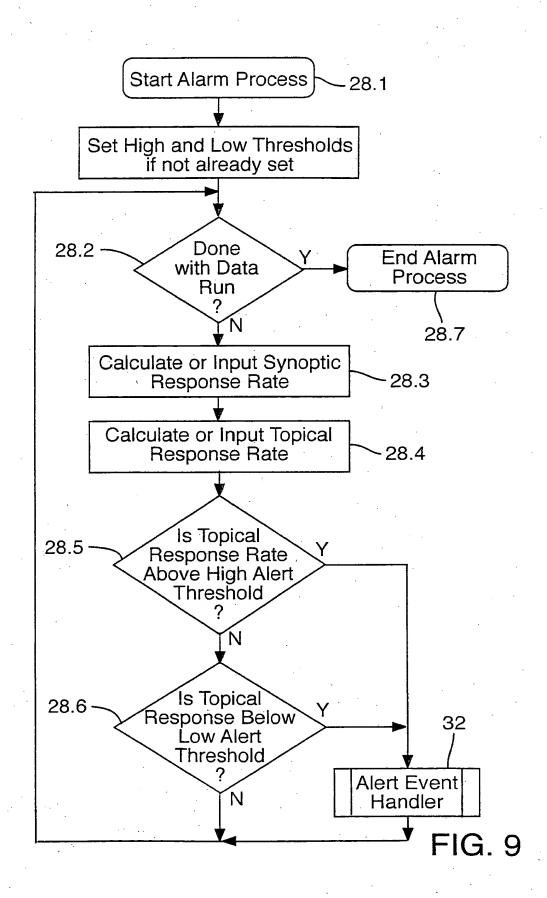
Product Prices

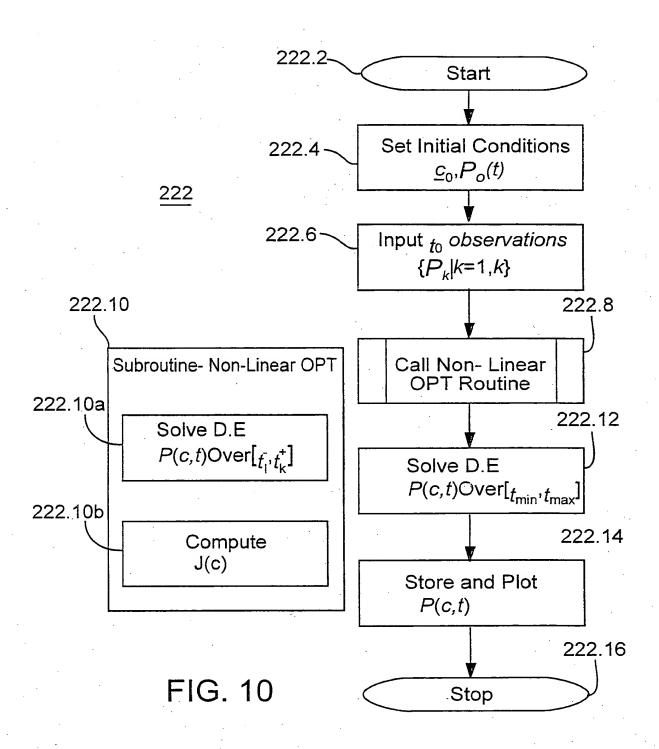
3.5% of respondents rate Product Prices as either 'Very Low' or 'Low' in Satisfaction. 84.8% of respondents rate Product Prices as either 'High' or 'Very High' in Satisfaction.

FIG. 6b









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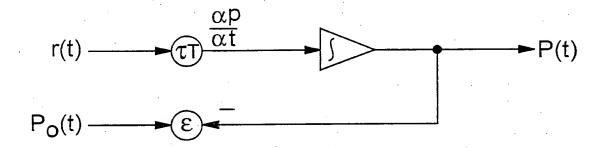


FIG. 11

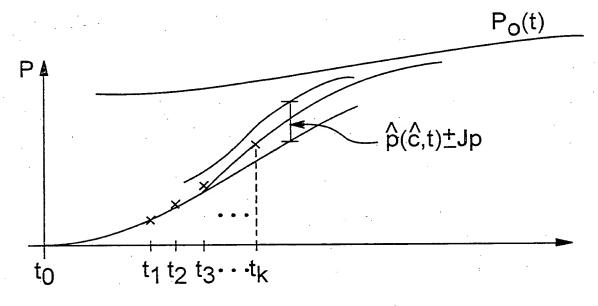


FIG. 12

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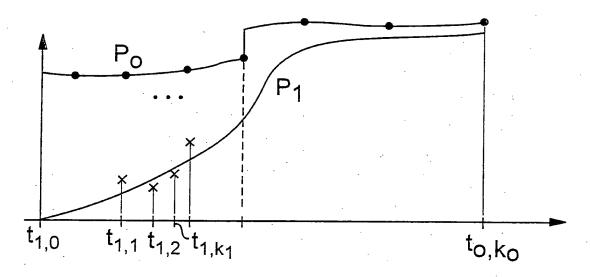
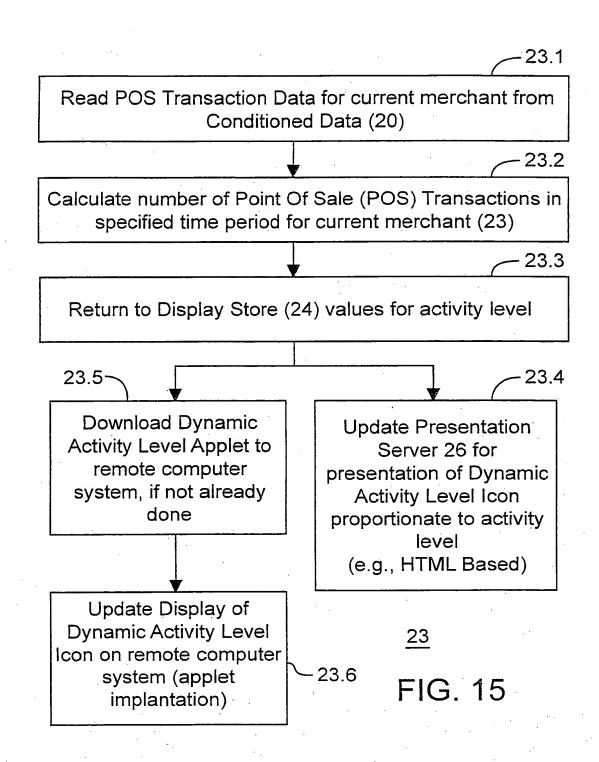


FIG. 13

1	(P,t) _{1,0}	$(P,t)_{1,1}$ $(P,t)_{1,2}$) _{1,2}		(P,t) _{1,k1}		
0 1 2 • •	P _{0,0} 0 0	t _{0,0} t _{1.0} t _{2.0}	P _{0,1} P _{1.1} P _{2.1}	t _{0,1} t _{1.1} t _{2.1}	P _{0,2} P _{1.2} P _{2.2}	t _{0,2} t _{1.2} t _{2.2}	• • •	P _{0,k0} P _{1,k1} P _{2,k2}	t _{0,k0} t _{1,k1} t _{2,k2}

FIG. 14



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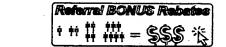
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FIG. 17

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FIG. 18

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FIG. 19a

If you wanted to identify the best store from which to buy, how would you decide? You could visit one store after another. You could even stop in a few and browse around. But after all that, you've spent a lot of time and still may be undecided. In the end, the best way to decide would be to ask people who have brought at these stores before you. There is no substitute for experience – that is the foundation of our ratings at BizRate.com.

BizRate.com rates e-businesses in the best way possible – by asking tens of thousands of consumers to tell us about their actual shopping experiences each day. We accomplish this by inviting every purchasing customer at participating online stores to take part in a survey, immediately after buying, to give us feedback on their experience. We then follow up after the expected order delivery date to see if the delivery arrived on time and met expeditions. To see a demonstration of how the surveys work, click here.

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The BizRate.com survey asks consumers to rate the performance of the online store from where they just made their purchase on the BizRate.com. Ten Dimensions of Service. This information is then compiled and appears in the online store's Performance Report.

BizRate.com Ten Dimensions of Service

- Ease of Ordering Convenience and speed of ordering
- · Product Selection Breadth and depth of products offered
- Product Information Information quantity, quality & relevance
- Product Prices Prices relative to similar online stores
- Web Site Navigation & Looks Speed of site, quality of layout and the presence of broken links, pictures, or images
- On-Time Delivery Expected versus actual delivery date
- Product Representation Product description or depiction versus what was actually received
- Level & Quality of Customer Support Status updates and Handling of complaint or question
- Posted Privacy Policies Efforts to inform you of policies
- Product Shipping & Handling Appropriateness & condition of packaging your delivery

In order to provide the most complete listing of online stores possible, we also include stores that don't participate in the BizRate.com program. This is how we distinguish among them.

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Customer Certified Ratings (gold stars)

Customer Certified online stores have performance ratings presented as gold stars. They have agreed to allow BizRate.com to continuously survey every customer who makes a purchase on their Web site.

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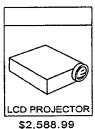
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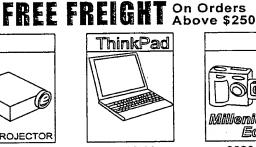
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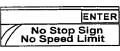


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FIG. 20

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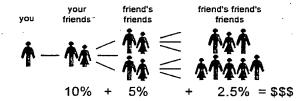
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FIG. 21

Remind your friends to visit the URL in the email you send or to copy and paste the URI into their browsers. That way you'll get credit for the referral.

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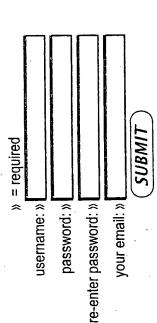
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